

# Northeast Region Occupational Projections 2020-2030

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Occupational projections are produced every two years and are published in July of even numbered years. Occupations are classified using the Standard Occupational Classification (SOC) system. Major occupation groups are at the two digit SOC level, while detailed c

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Major Occupation Group Information

Occupation		2020	2030	2020-2030		2020 Wages				Annual Openings			
SOC Code	Title	Estimated Employment	Projected Employment	Net Change	Percent Change	Entry	Mean	Median	Experienced	Exits	Transfers	Growth	Total
00-0000	Total, All Occupations	83,883	86,346	2,463	2.9%	\$24,850	\$42,232	\$34,551	\$48,832	3,742	5,698	246	9,686
11-0000	Management Occupations	4,856	5,100	244	5.0%	\$51,582	\$85,952	\$76,126	\$106,485	164	246	24	434
13-0000	Business and Financial Operations Occupations	2,443	2,537	94	3.9%	\$38,681	\$60,124	\$55,638	\$73,998	69	147	9	225
15-0000	Computer and Mathematical Occupations	967	1,033	66	6.8%	\$40,392	\$59,808	\$54,323	\$75,338	19	51	7	77
17-0000	Architecture and Engineering Occupations	669	721	52	7.8%	\$52,919	\$71,193	\$69,737	\$86,349	17	33	5	55
19-0000	Life, Physical, and Social Science Occupations	460	447	-13	-2.8%	\$42,809	\$61,135	\$54,395	\$76,808	9	34	-1	42
21-0000	Community and Social Service Occupations	1,697	1,709	12	0.7%	\$33,328	\$39,829	\$38,114	\$44,640	56	109	1	166
23-0000	Legal Occupations	256	266	10	3.9%	\$42,824	\$109,671	\$66,516	\$172,383	7	9	1	17
25-0000	Education, Training, and Library Occupations	4,733	4,971	238	5.0%	\$33,384	\$48,163	\$40,732	\$53,045	181	212	24	417
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	691	703	12	1.7%	\$25,023	\$38,927	\$35,278	\$46,085	24	45	1	70
29-0000	Healthcare Practitioners and Technical Occupations	4,617	4,797	180	3.9%	\$36,478	\$67,609	\$51,553	\$76,607	120	145	18	283
31-0000	Healthcare Support Occupations	3,684	3,866	182	4.9%	\$22,231	\$27,663	\$24,780	\$29,793	228	225	18	471
33-0000	Protective Service Occupations	1,944	1,840	-104	-5.4%	\$28,547	\$39,490	\$33,393	\$43,670	73	105	-10	168
35-0000	Food Preparation and Serving Related Occupations	6,183	7,032	849	13.7%	\$19,997	\$24,946	\$21,779	\$28,316	469	651	85	1,205
37-0000	Building and Grounds Cleaning and Maintenance Occupations	2,691	2,900	209	7.8%	\$22,036	\$28,953	\$26,021	\$33,235	158	205	21	384
39-0000	Personal Care and Service Occupations	1,516	1,649	133	8.8%	\$20,398	\$28,713	\$24,550	\$31,596	97	123	13	233
41-0000	Sales and Related Occupations	8,068	7,757	-311	-3.9%	\$21,219	\$34,219	\$24,995	\$35,619	465	652	-31	1,086
43-0000	Office and Administrative Support Occupations	12,089	11,349	-740	-6.1%	\$25,940	\$36,343	\$32,615	\$41,332	557	696	-74	1,179
45-0000	Farming, Fishing, and Forestry Occupations	1,585	1,656	71	4.5%	\$25,774	\$32,013	\$30,418	\$37,336	68	184	7	259
47-0000	Construction and Extraction Occupations	3,853	4,078	225	5.8%	\$33,717	\$48,472	\$42,744	\$61,557	120	268	22	410
49-0000	Installation, Maintenance, and Repair Occupations	4,319	4,613	294	6.8%	\$32,954	\$46,932	\$42,101	\$58,814	136	288	29	453
51-0000	Production Occupations	8,103	8,279	176	2.2%	\$29,522	\$39,359	\$36,560	\$45,810	301	586	18	905
53-0000	Transportation and Material Moving Occupations	8,459	9,043	584	6.9%	\$25,383	\$36,691	\$33,669	\$44,501	403	685	58	1,146

Please see Notes tab for further explanation of data.

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## Top Job Outlook by Now, Next, and Later Categories

Outlook defined by Career Grades which consider openings, growth rate, and wages

NOW Top Job Outlook - Northeast			
<i>NOW jobs typically require high school education or less and short-term training</i>			
Grade	Occupation Title	Annual Openings	Average Annual Wage
B	Fast Food and Counter Workers	344	\$22,494
B	Retail Salespersons	308	\$26,842
B	Office Clerks, General	253	\$33,753
B+	Laborers and Freight, Stock, and Material Movers, Hand	247	\$28,900
B+	Home Health and Personal Care Aides	242	\$26,755
B	Stockers and Order Fillers	242	\$30,015
B+	Waiters and Waitresses	188	\$26,706
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	164	\$28,803
B+	Construction Laborers	102	\$40,443
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	82	\$32,967
B	Childcare Workers	74	\$24,537
B	Landscaping and Groundskeeping Workers	61	\$27,758
B+	Industrial Truck and Tractor Operators	59	\$40,114
B	Driver/Sales Workers	38	\$31,195

NEXT Top Job Outlook - Northeast			
<i>NEXT jobs typically require moderate/long-term training or experience or education beyond high school</i>			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A	Cooks, Restaurant	253	\$23,860
B+	Heavy and Tractor-Trailer Truck Drivers	230	\$46,624
B+	Maintenance and Repair Workers, General	125	\$39,643
B	Miscellaneous Assemblers and Fabricators	97	\$36,805
B	First-Line Supervisors of Retail Sales Workers	87	\$40,384
A	Packaging and Filling Machine Operators and Tenders	84	\$35,962
B	Bookkeeping, Accounting, and Auditing Clerks	76	\$37,205
B	Welders, Cutters, Solderers, and Brazers	70	\$39,790
B+	First-Line Supervisors of Production and Operating Workers	59	\$57,107
B	Teaching Assistants, Except Postsecondary	57	\$24,287
A	First-Line Supervisors of Construction Trades and Extraction Workers	53	\$60,878
B+	Machinists	53	\$46,190
B	Police and Sheriff's Patrol Officers	44	\$45,979
A	Telecommunications Line Installers and Repairers	43	\$57,740
B	Medical Assistants	39	\$31,033
B	Carpenters	39	\$61,434
B	Operating Engineers and Other Construction Equipment Operators	37	\$52,595
B	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	34	\$36,239
B	Computer User Support Specialists	32	\$46,130
B+	First-Line Supervisors of Mechanics, Installers, and Repairers	31	\$61,678

LATER Top Job Outlook - Northeast			
<i>LATER jobs typically require a Bachelor's degree or higher education</i>			
Grade	Occupation Title	Annual Openings	Average Annual Wage

A+	General and Operations Managers	<b>128</b>	\$75,867
B+	Registered Nurses	<b>69</b>	\$59,332
B	Secondary School Teachers, Except Special and Career/Technical Education	<b>67</b>	\$42,397
B+	Elementary School Teachers, Except Special Education	<b>66</b>	\$48,097
B	Accountants and Auditors	<b>36</b>	\$58,409
B	Human Resources Specialists	<b>30</b>	\$51,597
B	Educational, Guidance, School, and Vocational Counselors	<b>30</b>	\$46,329
A	Education Administrators, Elementary and Secondary School	<b>28</b>	\$90,531
B	Project Management Specialists and Business Operations Specialists, All Other	<b>26</b>	\$59,126
A+	Medical and Health Services Managers	<b>20</b>	\$106,542
B	Buyers and Purchasing Agents	<b>20</b>	\$64,222
A	Industrial Engineers	<b>18</b>	\$85,259
B	Loan Officers	<b>16</b>	\$79,245
A+	Nurse Practitioners	<b>14</b>	\$99,686
A	Management Analysts	<b>13</b>	\$95,585
B	Market Research Analysts and Marketing Specialists	<b>13</b>	\$53,960
B	Instructional Coordinators	<b>13</b>	\$64,521
A	Financial Managers	<b>12</b>	\$102,230
A	Construction Managers	<b>12</b>	\$93,530
A	Industrial Production Managers	<b>11</b>	\$105,597

*Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center*  
*Please see Notes tab for additional details*

Top Job Openings by Now, Next, and Later Categories

Openings based on job growth as well as replacement needs due to exits or transfers

NOW Top Job Openings - Northeast			
NOW jobs typically require high school education or less and short-term training			
Grade	Occupation Title	Annual Openings	Average Annual Wage
C	Cashiers	459	\$23,875
B	Fast Food and Counter Workers	344	\$22,494
B	Retail Salespersons	308	\$26,842
B	Office Clerks, General	253	\$33,753
B+	Laborers and Freight, Stock, and Material Movers, Hand	247	\$28,900
B+	Home Health and Personal Care Aides	242	\$26,755
B	Stockers and Order Fillers	242	\$30,015
B+	Waiters and Waitresses	188	\$26,706
C+	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	180	\$35,477
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	164	\$28,803
B+	Construction Laborers	102	\$40,443
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	82	\$32,967
B	Childcare Workers	74	\$24,537
C+	Customer Service Representatives	72	\$35,446
C+	Cooks, Institution and Cafeteria	65	\$24,990
C+	Food Preparation Workers	64	\$22,058
B	Landscaping and Groundskeeping Workers	61	\$27,758
B+	Industrial Truck and Tractor Operators	59	\$40,114
C+	Receptionists and Information Clerks	57	\$28,159
C+	Shipping, Receiving, and Traffic Clerks	57	\$31,802

NEXT Top Job Openings - Northeast			
NEXT jobs typically require moderate/long-term training or experience or education beyond high school			
Grade	Occupation Title	Annual Openings	Average Annual Wage
A	Cooks, Restaurant	253	\$23,860
B+	Heavy and Tractor-Trailer Truck Drivers	230	\$46,624
B+	Maintenance and Repair Workers, General	125	\$39,643
B	Miscellaneous Assemblers and Fabricators	97	\$36,805
B	First-Line Supervisors of Retail Sales Workers	87	\$40,384
A	Packaging and Filling Machine Operators and Tenders	84	\$35,962
B	Bookkeeping, Accounting, and Auditing Clerks	76	\$37,205
B	Welders, Cutters, Solderers, and Brazers	70	\$39,790
B+	First-Line Supervisors of Production and Operating Workers	59	\$57,107
B	Teaching Assistants, Except Postsecondary	57	\$24,287
A	First-Line Supervisors of Construction Trades and Extraction Workers	53	\$60,878
B+	Machinists	53	\$46,190
C+	Licensed Practical and Licensed Vocational Nurses	51	\$40,436
C	Correctional Officers and Jailers	47	\$30,453
C+	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	47	\$37,268
C+	Automotive Service Technicians and Mechanics	46	\$34,447
B	Police and Sheriff's Patrol Officers	44	\$45,979
A	Telecommunications Line Installers and Repairers	43	\$57,740
B	Medical Assistants	39	\$31,033
B	Carpenters	39	\$61,434

LATER Top Job Openings - Northeast			
LATER jobs typically require a Bachelor's degree or higher education			
Grade	Occupation Title	Annual Openings	Average Annual Wage

A+	General and Operations Managers	<b>128</b>	\$75,867
B+	Registered Nurses	<b>69</b>	\$59,332
B	Secondary School Teachers, Except Special and Career/Technical Education	<b>67</b>	\$42,397
B+	Elementary School Teachers, Except Special Education	<b>66</b>	\$48,097
B	Accountants and Auditors	<b>36</b>	\$58,409
B	Human Resources Specialists	<b>30</b>	\$51,597
B	Educational, Guidance, School, and Vocational Counselors	<b>30</b>	\$46,329
A	Education Administrators, Elementary and Secondary School	<b>28</b>	\$90,531
B	Project Management Specialists and Business Operations Specialists, All Other	<b>26</b>	\$59,126
A+	Medical and Health Services Managers	<b>20</b>	\$106,542
B	Buyers and Purchasing Agents	<b>20</b>	\$64,222
C	Child, Family, and School Social Workers	<b>19</b>	\$37,050
A	Industrial Engineers	<b>18</b>	\$85,259
C+	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	<b>18</b>	\$41,280
C+	Healthcare Social Workers	<b>18</b>	\$38,813
B	Loan Officers	<b>16</b>	\$79,245
A+	Nurse Practitioners	<b>14</b>	\$99,686
A	Management Analysts	<b>13</b>	\$95,585
B	Market Research Analysts and Marketing Specialists	<b>13</b>	\$53,960
C+	Librarians and Media Collections Specialists	<b>13</b>	\$42,724

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center  
Please see Notes tab for additional details

## Fastest Growing Occupations by Now, Next, and Later Categories

Fastest growth defined by percent growth from base year to projected year

<b>NOW Fastest Growing Occupations - Northeast</b> <i>NOW jobs typically require high school education or less and short-term training</i>				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
B+	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	12.9%	82	\$32,967
B+	Waiters and Waitresses	12.5%	188	\$26,706
B	Driver/Sales Workers	12.1%	38	\$31,195
C+	Dishwashers	11.7%	23	\$20,680
B+	Construction Laborers	11.0%	102	\$40,443
B	Landscaping and Groundskeeping Workers	10.5%	61	\$27,758
B+	Laborers and Freight, Stock, and Material Movers, Hand	9.9%	247	\$28,900
B+	Industrial Truck and Tractor Operators	9.8%	59	\$40,114
B+	Home Health and Personal Care Aides	9.4%	242	\$26,755
B	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	7.3%	164	\$28,803
B	Fast Food and Counter Workers	7.2%	344	\$22,494
C+	Cargo and Freight Agents	7.0%	11	\$44,027
C+	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	5.8%	7	\$40,321
B	Stockers and Order Fillers	4.0%	242	\$30,015
C+	Packers and Packagers, Hand	3.4%	42	\$30,665
C	Security Guards	2.8%	14	\$35,513
C+	Food Preparation Workers	2.7%	64	\$22,058
C	Hotel, Motel, and Resort Desk Clerks	1.6%	31	\$24,993
B	Childcare Workers	1.1%	74	\$24,537
B	Retail Salespersons	-1.9%	308	\$26,842

<b>NEXT Fastest Growing Occupations - Northeast</b> <i>NEXT jobs typically require moderate/long-term training or experience or education beyond high school</i>				
Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
B+	Computer Numerically Controlled Tool Programmers	42.5%	8	\$59,682
A	Cooks, Restaurant	39.2%	253	\$23,860
B+	Physical Therapist Assistants	35.6%	8	\$51,579
A	Industrial Machinery Mechanics	25.3%	20	\$54,684
B	Aircraft Mechanics and Service Technicians	23.3%	4	\$60,805
B	Respiratory Therapists	20.0%	6	\$57,145
B	Hairdressers, Hairstylists, and Cosmetologists	18.4%	21	\$27,243
B	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	16.3%	34	\$36,239
A	Telecommunications Line Installers and Repairers	15.6%	43	\$57,740
B	Mobile Heavy Equipment Mechanics, Except Engines	15.3%	12	\$48,905
A	Packaging and Filling Machine Operators and Tenders	13.4%	84	\$35,962
B	Farm Equipment Mechanics and Service Technicians	13.3%	19	\$39,572
B+	Electricians	13.1%	27	\$55,759
B	Medical Assistants	11.5%	39	\$31,033
B+	Machinists	10.8%	53	\$46,190
C+	Phlebotomists	10.8%	12	\$30,597
B	Computer Network Support Specialists	10.6%	10	\$47,642
C+	Dental Assistants	10.1%	14	\$33,007
A	First-Line Supervisors of Construction Trades and Extraction Workers	8.2%	53	\$60,878
B	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	8.2%	28	\$44,054

<b>LATER Fastest Growing Occupations - Northeast</b> <i>LATER jobs typically require a Bachelor's degree or higher education</i>				
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Grade	Occupation Title	Percent Growth	Annual Openings	Average Annual Wage
A+	Nurse Practitioners	48.8%	14	\$99,686
B+	Logisticians	40.0%	4	\$67,164
A+	Medical and Health Services Managers	27.5%	20	\$106,542
A	Software Developers and Software Quality Assurance Analysts and Testers	23.8%	8	\$100,626
A	Industrial Engineers	22.7%	18	\$85,259
A	Physical Therapists	20.0%	6	\$91,996
A	Financial Managers	18.8%	12	\$102,230
B	Coaches and Scouts	18.2%	11	\$34,377
B	Market Research Analysts and Marketing Specialists	16.5%	13	\$53,960
B+	Mechanical Engineers	15.4%	4	\$76,038
A	Construction Managers	13.9%	12	\$93,530
A	Management Analysts	13.7%	13	\$95,585
B+	Nurse Anesthetists	12.2%	2	\$199,174
B	Chiropractors	10.7%	4	\$60,636
B	Training and Development Specialists	10.5%	7	\$50,135
B	Biological Science Teachers, Postsecondary	9.6%	4	\$80,568
A+	General and Operations Managers	9.2%	128	\$75,867
A	Industrial Production Managers	8.5%	11	\$105,597
B+	Human Resources Managers	8.3%	3	\$112,480
B	Educational, Guidance, School, and Vocational Counselors	7.7%	30	\$46,329

Source: 2020-2030 Long-Term Occupational Projections, Missouri Economic Research and Information Center  
Please see Notes tab for additional details



Long-Term Occupational Projections for Northeast Region

## All Occupation Information

Occupation																	ACT Workkeys Assessment Levels						STEM Core or Related		
																	Applied Math		Workplace Documents		Graphic Literacy				
Grade	N	N_L	SOO Code	Title	2020 Estimated Employment	2030 Projected Employment	Net Change	Percent Change	Entry	Mean	Median	Experienced	Exits	Transfers	Growth	Total	Typical Education Required	Typical Experience Required	Typical Job Training	Minimum	Median	Minimum	Median	Minimum	Median
00-0000 Total, All Occupations					83,883	86,346	2,463	2.9%	\$24,850	\$42,232	\$34,551	\$48,832	3,742	5,698	246	9,686									
11-0000 Management Occupations																									
B	LATER		11-1000	Management Occupations	4,856	5,100	244	5.0%	\$51,582	\$85,952	\$76,126	\$106,485	164	246	24	434									
	LATER		11-1011	Chief Executives	n/a	n/a	n/a	n/a	n/a	\$46,965	\$113,984	\$104,886	\$152,274	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	5	6	4	5
A+	LATER		11-1021	General and Operations Managers	1,362	1,487	125	9.2%	\$43,799	\$75,867	\$62,813	\$88,779	28	88	12	128	Bachelor's degree	5 years or more	None	3	5	3	5	5	5
C	LATER		11-1031	Legislators	n/a	n/a	n/a	n/a	n/a	\$19,773	\$32,086	\$20,080	\$30,547	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	5	4	6	4	5
B+	LATER		11-2021	Marketing Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	7	7	5	5	5	5
B+	LATER		11-2022	Sales Managers	43	46	3	7.0%	\$103,537	\$135,660	\$130,417	\$161,065	1	3	0	4	Bachelor's degree	Less than 5 years	None	4	4	5	5	4	5
A	LATER		11-2030	Public Relations and Fundraising Managers	n/a	n/a	n/a	n/a	n/a	\$81,557	\$107,080	\$101,567	\$130,608	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	5	5	4	5
B	LATER		11-3010	Administrative Services and Facilities Managers	116	120	4	3.5%	\$68,154	\$83,404	\$84,926	\$98,824	3	6	0	9	Bachelor's degree	Less than 5 years	None	3	5	4	5	4	4
B+	LATER		11-3021	Computer and Information Systems Managers	85	91	6	7.1%	\$92,362	\$121,039	\$101,921	\$138,813	1	5	1	7	Bachelor's degree	5 years or more	None	5	5	5	5	5	5
A	LATER		11-3031	Financial Managers	133	158	25	18.8%	\$59,193	\$102,230	\$98,851	\$136,905	3	7	2	12	Bachelor's degree	5 years or more	None	4	5	3	5	4	5
A	LATER		11-3051	Industrial Production Managers	141	153	12	8.5%	\$82,123	\$105,597	\$101,179	\$126,705	3	7	1	11	Bachelor's degree	5 years or more	None	3	4	3	4	4	4
A	LATER		11-3061	Purchasing Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	5	4	4	4	4
B	NEXT		11-3071	Transportation, Storage, and Distribution Managers	50	52	2	4.0%	\$77,006	\$100,783	\$92,269	\$116,880	1	3	0	4	High school diploma or equivalent	5 years or more	None	3	4	3	4	3	4
B+	LATER		11-3121	Human Resources Managers	36	39	3	8.3%	\$85,490	\$112,480	\$97,300	\$118,289	1	2	0	3	Bachelor's degree	5 years or more	None	3	5	4	5	4	4
A	LATER		11-3131	Training and Development Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	4	4	5	5	4	4
B	NEXT		11-3013	Farmers, Ranchers, and Other Agricultural Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	5 years or more	None	4	6	5	5	4	5
A	LATER		11-9021	Construction Managers	130	148	18	13.9%	\$74,428	\$93,530	\$88,786	\$104,894	3	7	2	12	Bachelor's degree	None	Moderate-term on-the-job training	4	5	3	6	3	5
C	LATER		11-9031	Education Administrators, Preschool and Childcare Center/Program	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	4	4	5	5	4	4
A	LATER		11-9032	Education Administrators, Elementary and Secondary School	358	375	17	4.8%	\$68,915	\$90,531	\$85,010	\$113,218	9	17	2	28	Master's degree	5 years or more	None	5	5	5	5	5	5
B+	LATER		11-9033	Education Administrators, Postsecondary	118	123	5	4.2%	\$71,505	\$118,145	\$96,120	\$148,227	3	6	0	9	Master's degree	Less than 5 years	None	3	5	4	4	4	4
B	LATER		11-9039	Education Administrators, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	4	4	4	4	4
A	LATER		11-9041	Architectural and Engineering Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	7	7	6	7	5	5
C	NEXT		11-9051	Food Service Managers	64	69	5	7.8%	\$23,006	\$32,909	\$26,382	\$30,805	2	5	0	7	High school diploma or equivalent	Less than 5 years	None	3	3	4	4	3	4
B	NEXT		11-9071	Gaming Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	4	3	4	3	4
C	NEXT		11-9081	Lodging Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	5	3	5	4	5
A+	LATER		11-9111	Medical and Health Services Managers	167	173	6	3.6%	\$69,896	\$106,542	\$89,697	\$123,363	5	10	5	20	Bachelor's degree	Less than 5 years	None	3	4	3	4	3	4
C	LATER		11-9121	Natural Sciences Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	5	6	4	5	4	4
B	NEXT		11-9131	Postmasters and Mail Superintendents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	Moderate-term on-the-job training	3	3	3	4	3	4
B	NEXT		11-9141	Property, Real Estate, and Community Association Managers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	4	3	4	4	4
C+	LATER		11-9151	Social and Community Service Managers	97	97	0	0.0%	\$44,638	\$53,474	\$48,730	\$58,467	3	5	0	8	Bachelor's degree	Less than 5 years	None	3	4	4	5	4	4
D	LATER		11-9161	Emergency Management Directors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	5 years or more	None	3	4	4	4	4	4
B	LATER		11-9198	Personal Service Managers; Entertainment & Recreation Managers,	58	62	4	6.9%	\$52,316	\$72,535	\$61,946	\$92,703	1	3	0	4	Bachelor's degree	Less than 5 years	None	3	4	4	5	3	4
13-0000 Business and Financial Operations Occupations																									
D	LATER		13-1011	Agents and Business Managers of Artists, Performers, and Athletes	2,443	2,537	94	3.9%	\$38,681	\$60,124	\$55,638	\$73,998	69	147	9	225									
	LATER		13-1011	Agents and Business Managers of Artists, Performers, and Athletes	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	4	5	3	5	3	4
D	LATER		13-1020	Buyers and Purchasing Agents	199	196	-3	-1.5%	\$44,619	\$64,222	\$60,118	\$80,955	7	13	0	20	Bachelor's degree	None	Moderate-term on-the-job training	5	5	4	4	4	5
C	NEXT		13-1031	Claims Adjusters, Examiners, and Investigators	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Long-term on-the-job training	3	3	3	4	3	4
C	LATER		13-1041	Compliance Officers	119	114	-5	-4.2%	\$54,114	\$61,010	\$63,562	\$69,798	3	6	0	9	Bachelor's degree	None	Moderate-term on-the-job training	3	3	4	4	3	4
B+	LATER		13-1051	Cost Estimators	87	91	4	4.6%	\$61,451	\$96,277	\$76,409	\$86,384	2	5	0	7	Bachelor's degree	None	Moderate-term on-the-job training	5	5	4	4	4	4
B	LATER		13-1071	Human Resources Specialists	288	309	21	7.3%	\$36,648	\$51,597	\$47,688	\$65,106	8	20	2	30	Bachelor's degree	None	None	3	4	4	4	3	4
D	LATER		13-1075	Labor Relations Specialists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	3	3	4	3	4
B	LATER		13-1081	Logisticians	30	42	12	40.0%	\$47,052	\$67,164	\$61,582	\$84,516	1	2	1	4	Bachelor's degree	None	None	5	5	5	5	5	5
A	LATER		13-1111	Management Analysts	117	133	16	13																	



C	LATER	25-1194	Vocational Education Teachers, Postsecondary	63	63	0	0.0%	\$37,397	\$55,682	\$65,055	\$73,397	3	3	0	6	Bachelor's degree	Less than 5 years	None	3	4	7	7	5	6
B	LATER	25-1199	Postsecondary Teachers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Doctoral or professional degree	None	None	5	5	7	7	5	6
C	NEXT	25-2011	Preschool Teachers, Except Special Education	n/a	n/a	n/a	n/a	\$22,261	\$26,839	\$26,498	\$29,726	n/a	n/a	n/a	n/a	Associate degree	None	None	4	4	3	4	4	5
C	LATER	25-2012	Kindergarten Teachers, Except Special Education	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
B+	LATER	25-2021	Elementary School Teachers, Except Special Education	851	888	37	4.4%	\$36,206	\$48,097	\$40,586	\$51,691	27	35	4	66	Bachelor's degree	None	None	4	4	5	6	4	5
B	LATER	25-2022	Middle School Teachers, Except Special and Career/Technical Edu	n/a	n/a	n/a	n/a	\$36,733	\$43,062	\$41,107	\$48,355	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
B	LATER	25-2031	Secondary School Teachers, Except Special and Career/Technical Edu	927	971	44	4.8%	\$36,337	\$42,397	\$41,133	\$47,486	25	38	4	67	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-2032	Career/Technical Education Teachers, Secondary School	n/a	n/a	n/a	n/a	\$36,041	\$41,036	\$41,023	\$46,347	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	3	5	5	3	4
C	LATER	25-2051	Special Education Teachers, Preschool	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-2052	Special Education Teachers, Kindergarten and Elementary School	n/a	n/a	n/a	n/a	\$19,670	\$32,420	\$22,366	\$46,293	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C+	LATER	25-2057	Special Education Teachers, Middle School	n/a	n/a	n/a	n/a	\$36,037	\$42,777	\$40,005	\$47,526	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-2058	Special Education Teachers, Secondary School	n/a	n/a	n/a	n/a	\$34,814	\$46,616	\$38,287	\$59,258	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-2059	Special Education Teachers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Inst	n/a	n/a	n/a	n/a	\$47,383	\$77,248	\$74,648	\$112,262	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C+	NEXT	25-3021	Self-Enrichment Education Teachers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	4	4	4	4	4	5
C	LATER	25-3031	Substitute Teachers, Short-Term	n/a	n/a	n/a	n/a	\$21,272	\$24,714	\$22,863	\$24,453	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
C	LATER	25-3037	Teachers and Instructors, All Other, Except Substitute Teachers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	5	6	4	5
B	LATER	25-4011	Archivists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Master's degree	None	None	4	4	5	6	4	5
C+	LATER	25-4012	Curators	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Master's degree	None	None	4	4	4	5	4	5
C	LATER	25-4013	Museum Technicians and Conservators	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	4	5	4	5
C+	LATER	25-4022	Librarians and Media Collections Specialists	126	133	7	5.6%	\$25,536	\$42,724	\$42,391	\$44,391	6	6	1	13	Master's degree	None	None	8	8	8	10	8	8
D	NEXT	25-4031	Library Technicians	n/a	n/a	n/a	n/a	\$21,623	\$25,714	\$23,359	\$25,095	n/a	n/a	n/a	n/a	Postsecondary non-degree award	None	None	3	4	3	4	3	4
C	LATER	25-9031	Instructional Coordinators	123	131	8	6.5%	\$43,036	\$64,521	\$67,653	\$84,505	6	6	1	13	Master's degree	5 years or more	None	3	3	5	6	3	4
C	LATER	25-9044	Teaching Assistants, Postsecondary	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	5	5	7	7	5	6
B	NEXT	25-9045	Teaching Assistants, Except Postsecondary	576	602	26	4.5%	\$19,879	\$24,287	\$21,826	\$26,902	26	28	3	57	Some college, no degree	None	None	3	4	3	4	3	3
C	LATER	25-9999	Education, Training, and Library Workers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	3	4	4	4	4	4
27-0000 Arts, Design, Entertainment, Sports, and Media Occupations				691	703	12	1.7%	\$25,023	\$38,927	\$35,278	\$46,085	24	45	1	70									
B	NEXT	27-1012	Craft Artists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Long-term on-the-job training	4	4	3	3	5	5
n/a	LATER	27-1014	Multimedia Artists and Animators	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	3	4	3	4	4	4
C	LATER	27-1021	Commercial and Industrial Designers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	5	5	5	6	5	5
C	LATER	27-1022	Fashion Designers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	4	4	4	5	4	4
F	NEXT	27-1023	Floral Designers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	3	4
C+	LATER	27-1024	Graphic Designers	76	77	1	1.3%	\$33,886	\$47,229	\$40,727	\$64,958	2	5	0	7	Bachelor's degree	None	None	3	4	3	4	4	4
D	LATER	27-1025	Interior Designers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	6	6	4	5	5	6
C+	NEXT	27-1026	Merchandise Displayers and Window Trimmers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4
n/a	LATER	27-1027	Set and Exhibit Designers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	6	6	4	4	4	4
n/a	LATER	27-1029	Designers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	3	5	3	4	3	4
C+	LATER	27-2012	Producers and Directors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	4	3	5	3	4
B	NEXT	27-2021	Athletes and Sports Competitors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Long-term on-the-job training	3	4	3	4	3	4
B	LATER	27-2022	Coaches and Scouters	66	78	12	18.2%	\$18,900	\$34,377	\$24,373	\$39,742	4	5	1	11	Bachelor's degree	None	None	3	4	4	4	3	4
C	NEXT	27-2023	Umpires, Referees, and Other Sports Officials	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	4	4	3	4
C	LATER	27-2041	Music Directors and Composers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	3	3	4	3	4
D	NEXT	27-2042	Musicians and Singers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Long-term on-the-job training	3	3	3	4	3	4
B	NOW	27-2090	Miscellaneous Entertainers and Performers, Sports and Related Wo	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4
C	LATER	27-3011	Radio and Television Announcers	78	82	4	5.1%	\$19,673	\$29,413	\$21,130	\$24,322	3	4	0	7	Bachelor's degree	None	None	3	3	4	4	3	4
D	LATER	27-3023	News Analysts, Reporters, and Journalists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	6	6	8	12	6	8
C	LATER	27-3031	Public Relations Specialists	n/a	n/a	n/a	n/a	\$34,678	\$42,292	\$37,998	\$47,076	n/a	n/a	n/a	n/a	Bachelor's degree	None	None	3	4	3	5	3	4
D	LATER	27-3041	Editors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	Less than 5 years	None	3	3	3	5	3	4
B	LATER	27-3042	Technical Writers																					



C	NEXT	39-9032	Recreation Workers	186	182	-4	-2.2%	\$24,362	\$31,655	\$30,890	\$35,253	11	18	0	29	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
C	NEXT	39-9041	Residential Advisors	n/a	n/a	n/a	n/a	\$21,205	\$25,617	\$23,795	\$26,819	n/a	n/a	n/a	0	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	3	3	3	
<b>41-0000 Sales and Related Occupations</b>				<b>8,068</b>	<b>7,757</b>	<b>-311</b>	<b>-3.9%</b>	<b>\$21,219</b>	<b>\$34,219</b>	<b>\$24,995</b>	<b>\$35,619</b>	<b>465</b>	<b>652</b>	<b>-31</b>	<b>1,086</b>										
B	NEXT	41-1011	First-Line Supervisors of Retail Sales Workers	951	872	-79	-8.3%	\$31,496	\$40,384	\$38,060	\$47,113	32	63	-8	87	High school diploma or equivalent	Less than 5 years	None	4	4	4	4	4	4	
B	NEXT	41-1012	First-Line Supervisors of Non-Retail Sales Workers	83	76	-7	-8.4%	\$69,051	\$92,332	\$87,893	\$102,034	2	5	-1	6	High school diploma or equivalent	Less than 5 years	None	3	5	4	5	4	4	
C	NOW	41-2011	Cashiers	2,845	2,552	-293	-10.3%	\$20,108	\$23,875	\$22,046	\$25,031	230	258	-29	459	No formal educational credential	None	Short-term on-the-job training	3	3	3	3	3	3	
D	NOW	41-2012	Gaming Change Persons and Booth Cashiers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	3	3	
C	NEXT	41-2021	Counter and Rental Clerks	n/a	n/a	n/a	n/a	\$20,474	\$27,126	\$25,193	\$33,387	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	4	4	
C+	NEXT	41-2022	Parts Salespersons	242	254	12	5.0%	\$22,252	\$28,398	\$24,686	\$29,761	10	19	1	30	No formal educational credential	None	Moderate-term on-the-job training	3	3	3	3	4	4	
B	NOW	41-2031	Retail Salespersons	2,273	2,230	-43	-1.9%	\$21,528	\$26,842	\$24,329	\$29,036	126	186	-4	308	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NEXT	41-3011	Advertising Sales Agents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	3	4	3	4	
B	NEXT	41-3021	Insurance Sales Agents	241	252	11	4.6%	\$35,168	\$52,381	\$46,229	\$54,257	8	14	1	23	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	5	5	5	5	
A	LATER	41-3031	Securities, Commodities, and Financial Services Sales Agents	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	Moderate-term on-the-job training	4	4	4	4	4	4	
C+	NEXT	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Fin	188	193	5	2.7%	\$29,102	\$48,400	\$42,566	\$60,543	5	17	0	22	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	4	5	4	4	
B	LATER	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and	n/a	n/a	n/a	n/a	\$51,334	\$71,457	\$60,528	\$75,735	n/a	n/a	n/a	n/a	Bachelor's degree	None	Moderate-term on-the-job training	3	4	4	4	4	4	
A	NEXT	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Techn	n/a	n/a	n/a	n/a	\$37,367	\$65,512	\$60,136	\$92,482	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	5	3	5	4	4	
B	NOW	41-9011	Demonstrators and Product Promoters	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	4	4	3	3	4	4	
B+	NEXT	41-9021	Real Estate Brokers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	4	3	5	3	4	
B+	LATER	41-9031	Sales Engineers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bachelor's degree	None	Moderate-term on-the-job training	6	6	4	4	4	4	
D	NOW	41-9041	Telemarketers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4	
F	NOW	41-9051	Door-to-Door Sales Workers, News and Street Vendors, and Related	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	No formal educational credential	None	Short-term on-the-job training	3	3	3	4	3	4	
C	NOW	41-9099	Sales and Related Workers, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	None	3	3	3	3	3	4	
<b>43-0000 Office and Administrative Support Occupations</b>				<b>12,089</b>	<b>11,349</b>	<b>-740</b>	<b>-6.1%</b>	<b>\$25,940</b>	<b>\$36,343</b>	<b>\$32,615</b>	<b>\$41,332</b>	<b>557</b>	<b>696</b>	<b>-74</b>	<b>1,179</b>										
B	NEXT	43-1011	First-Line Supervisors of Office and Administrative Support Workers	n/a	n/a	n/a	n/a	\$43,686	\$60,883	\$58,912	\$76,888	n/a	n/a	n/a	n/a	High school diploma or equivalent	Less than 5 years	None	3	4	3	4	3	4	
D	NEXT	43-2011	Switchboard Operators, Including Answering Service	n/a	n/a	n/a	n/a	\$25,081	\$29,454	\$28,724	\$33,830	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NOW	43-2099	Communications Equipment Operators, All Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	6	6	8	8	6	8	
D	NEXT	43-3011	Bill and Account Collectors	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	4	4	4	
C+	NEXT	43-3021	Billing and Posting Clerks	303	292	-11	-3.6%	\$28,773	\$35,657	\$33,339	\$41,021	12	18	-1	29	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	4	3	4	
B	NEXT	43-3031	Bookkeeping, Accounting, and Auditing Clerks	713	700	-13	-1.8%	\$28,986	\$37,205	\$34,906	\$43,680	41	36	-1	76	Some college, no degree	None	Moderate-term on-the-job training	3	4	3	3	4	3	
D	NOW	43-3041	Gaming Cage Workers	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	4	4	3	3	3	3	
D	NEXT	43-3051	Payroll and Timekeeping Clerks	53	48	-5	-9.4%	\$24,896	\$40,971	\$41,417	\$53,540	2	3	0	5	High school diploma or equivalent	None	Moderate-term on-the-job training	4	4	3	4	4	4	
C	NEXT	43-3061	Procurement Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	3	4	4	3	3	
C	NOW	43-3071	Tellers	473	413	-60	-12.7%	\$22,432	\$31,754	\$29,127	\$37,869	18	28	-6	40	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
C+	NEXT	43-4011	Court, Municipal, and License Clerks	335	323	-12	-3.6%	\$27,140	\$36,016	\$34,019	\$42,139	16	16	-1	31	High school diploma or equivalent	None	Long-term on-the-job training	3	3	3	4	3	4	
C	NEXT	43-4051	Customer Service Representatives	633	584	-49	-7.7%	\$28,462	\$35,446	\$33,583	\$39,374	29	48	-5	72	High school diploma or equivalent	None	Short-term on-the-job training	3	4	3	4	3	4	
D	NEXT	43-4061	Eligibility Interviewers, Government Programs	70	67	-3	-4.3%	\$29,325	\$43,448	\$31,776	\$36,934	2	4	0	6	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	3	5	3	4	
F	NOW	43-4071	File Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	4	4	3	3	4	4	
C	NOW	43-4081	Hotel, Motel, and Resort Desk Clerks	190	193	3	1.6%	\$21,888	\$24,993	\$24,803	\$27,346	11	20	0	31	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NEXT	43-4111	Interviewers, Except Eligibility and Loan	54	72	18	7	9.9%	\$24,612	\$33,227	\$29,610	\$36,671	4	4	1	7	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4
D	NOW	43-4121	Library Assistants, Clerical	n/a	n/a	n/a	n/a	\$19,787	\$27,246	\$31,286	\$23,999	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	3	3	
C+	NEXT	43-4131	Loan Interviewers and Clerks	376	385	9	2.4%	\$25,764	\$30,089	\$26,707	\$31,630	11	22	1	34	High school diploma or equivalent	None	Short-term on-the-job training	3	3	4	4	4	4	
D	NEXT	43-4141	New Accounts Clerks	n/a	n/a	n/a	n/a	\$25,178	\$30,959	\$32,105	\$36,589	n/a	n/a	n/a	n/a	High school diploma or equivalent	None	Moderate-term on-the-job training	3	4	4	4	3	4	
D	NEXT	43-4151	Order Clerks	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Some college, no degree	None	Short-term on-the-job training	3	4	4	4	3	4	
C	NEXT	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	37	34	-3	-8.1%	\$33,533	\$40,930	\$40,241	\$47,900	1	2	0	3	Associate degree	None	None	4	3	4	3	4	4	
C+	NOW	43-4171	Receptionists and Information Clerks	462	453	-9	-2.0%	\$21,678	\$28,159	\$26,422	\$31,807	26	32	-1	57	High school diploma or equivalent	None	Short-term on-the-job training	3	3	3	4	3	4	
D	NOW	43-4199	Information and Record Clerks, All Other	53	52	-1	-1.9%	\$20,797	\$34,314	\$31,219	\$45,581														

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# Notes

- 1. n/a = Data suppressed due to confidentiality or lack of statistically significant data.
- 2. Net Employment Change (Column G) is the difference in the number of jobs between the base and projected years.
- 3. Percent employment change (Column H) indicates how fast employment is expected to increase or decrease during the projection period.
- 4. Annual Exit Openings (Column M) are an estimate of the annual number of jobs that will arise from the need to replace workers who have left the workforce entirely.
- 5. Annual Transfer Openings (Column N) are an estimate of the annual number of jobs that will arise from the need to replace workers who have transferred to a different occupation.
- 6. Annual Growth Openings (Column O) are the annual numeric change in employment.
- 7. Annual Total Openings (Column P) are the sum of exit, transfer, and growth openings.

## Occupation Grade

The occupation grades, or "career grades", are based on a combination of total job openings, percent growth, and the average wages of an occupation. Occupations with the letter grade "A+" have the best outlook, while occupations with the letter grade "F" have the worst outlook. Grades in each region are determined by comparing only the occupations within that region.

## STEM

Refers to Science, Technology, Engineering, and Math occupations. "Core" occupations are those that strictly use STEM skills. "Related" occupations are those that use related STEM skills.

## N\_N\_L: "Now, Next, Later"

Now: Typically requires short-term on-the-job training, little to no experience, and/or a high school diploma  
Next: Typically requires non-degree certificate, associate’s degree, apprenticeship, some experience, or moderate- to long-term training  
Later: Typically requires a bachelor’s degree or higher

## ACT WorkKeys Assessments

ACT WorkKeys® assessments measure foundational skills required for success in the workplace, and help measure the workplace skills that can affect job performance. Scores are provided for three different categories: Applied Math, Workplace Documents, and Graphic Literacy. Each assessment offers varying levels of difficulty. The levels build on each other, incorporating the skills assessed at the previous levels. For example, at Level 5, individuals need the skills from Levels 3, 4, and 5. The minimum and median score required for each occupation is shown, if available. For more information about WorkKeys skills, please visit the following website:  
<https://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.html>